



Uptown Chic, Downtown Lifestyle at 150 Charles Street

NEW! 5 BEDROOMS. 5.5 BATHROOMS SIMPLEX 4,572SF \$15,000,000



Is Housing Driving Inflation more than Energy?

As the first third of 2022 draws to a close, again we are experiencing a rather un-nerving level of turbulence and day-to-day surprises. Has the human species evolved to absorb these challenges more easily than ever? It appears so. Volume-wise the markets remain strong: expecting a repeat of 2021 seems irrational as interest rates rise rather notably, but higher prices should compensate dollar-volume-wise. The price escalations of rentals - while currently border-line insane in areas - may continue....why?

1. Rising interest rates price out some buyers.
2. The number of Millennials and Gen-Z-ers - 137 million combined - entering the housing market keeps expanding as they leave home or form families and households. Many Boomers are living longer and some are buying 2-3 homes.
3. As rents rise, the returns become more appealing to investor buyers adding more competition to the buyer pool.

4. Institutional/investor and i-buyers continue to compete with regular buyers....with cash!

5. Peak-profit-obsessed developers would rather develop higher priced homes.

6. Regulation remains complex and slow.

7. Tariffs on building supplies don't reduce costs.

8. Supply-chain issues will take quite a while to resolve. Locally made is usually more costly.

9. Some markets have a new wave of new buyer demand. These areas are seeing crazy housing inflation and lack of affordable options.

All markets are driven by supply and demand. We are not building nearly enough affordable home options which will keep supply and demand out of balance for years.

Now add in the cost to build today compared to 3 years ago: replacement costs are soaring in a world where natural disasters seem more ferocious than prior decades. A good time to re-assess your insurance policies!

Did You Know?

01

In January, 2009 the USA had about 12.2 million homes for sale. Today it's about half. About 25% of Manhattan's new development inventory is priced at \$5 million and above.

02

In 2009 4.34 million homes sold in the USA. In 2021, over 6 million homes sold.

03

In 1998 the average 30-year mortgage interest rate was 6.94%. In 2018/9 rates peaked around 5.34%

04

Around 47% of Manhattan home buyers are all cash buyers. About 40% of New York City buyers are all cash

05

For weekly insights on market activity, please follow us on Instagram at: @theleonardsteinbergteam



**MINT 4-bedroom FIFTH AVE. Duplex
Greenwich Village Gold Coast**

40 Fifth Avenue Greenwich Village \$15,000,000
4 Bedrooms + Study, 3 Fireplaces, Doorman.



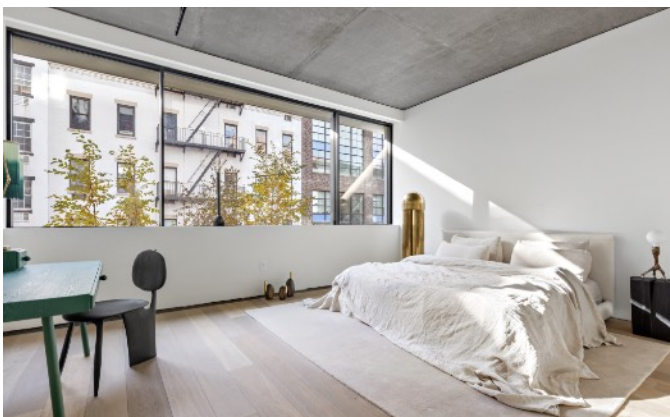
**West Chelsea Penthouse
3 Terraces**

560 West 24th Street
Doorman, Study, 2 FP, Garage
next door, CONDO
\$14,500,000



**NEW! Duplex Penthouse
with Expansive Private
Terraces w/ Fireplace,
Condo, Gym, MINT**

53 White Street
TriBeCa
\$20,000,000



**Full Floor Designer Home with
Private Terrace**

455 West 19th St
Chelsea
\$10,995,000





Pristine, private, full-floor penthouse soaring atop Tribeca's limestone-clad, Robert A.M. Stern-designed Four Seasons Tower a true collector-quality home.

30 Park Place - TriBeCa
4 Bedroom Suites
\$45,000,000



NEW! Light-filled Corner Home In Central Location

This light-filled, grandly scaled loft apartment with low monthly carrying costs and 14 oversized tilt-and-turn windows sits on a prime, corner perch in The Chelsea Mercantile, Downtown's pioneering full-service loft condominium building with a full suite of amenities.

\$4,500,000

252 Seventh Avenue, Chelsea



NEW! Pristine Home In Prime West Village (cover)

While this building has become world-renowned for its quality, this apartment - a combination of two prime units - has been exquisitely renovated to the most exacting, Architectural-Digest-worthy standards by interior designer Alexander Doherty Design

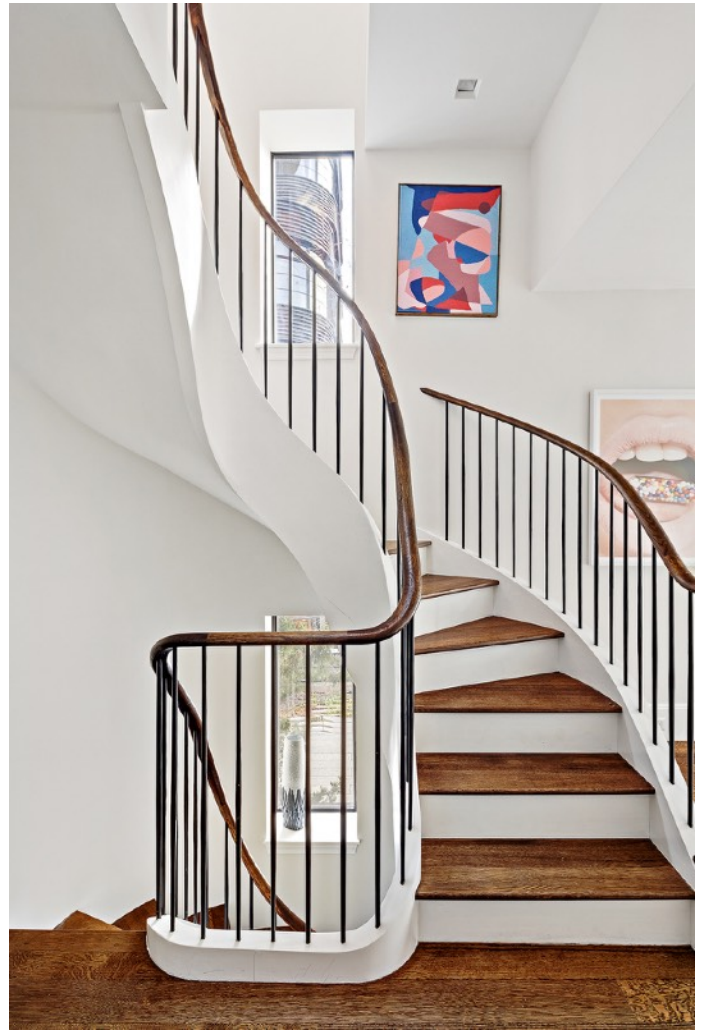
\$15,000,000

150 Charles Street, West Village



Annabelle Selldorf Designed
Home with En-Suite Sky
Garage - West Chelsea

200 Eleventh Ave
West Chelsea
3 bedrooms/3.5 baths
\$8,000,000



West Chelsea Townhouse
Triplex with Terraces and
doorman/super services

504 West 22nd St
West Chelsea
3 bedrooms, 3.5 baths
\$6,975,000



PRIME WEST VILLAGE FULL FLOOR CONDO. Coming Soon! A full private floor 3-
bedroom condominium apartment with a fireplace and outdoor space.

744 Greenwich Street
West Village
\$7,500,000





No. 33 Park Row

Pricing starts at \$1.875M

1-4 bedrooms homes and penthouses

Unrivaled City Park Views from most homes

Designed by RSHP

Fitness Center, Roof Terrace, Screening Room, 24-hour Doorman, Hobbies Room, Lounge/kitchen

Introducing the first residential property in New York City by **Pritzker Prize-winning architect Richard Rogers, Rogers Stirk Harbour + Partners**. This striking tower joins RSHP's critically acclaimed projects on the global stage, including One Hyde Park in London, the Centre Pompidou in Paris, and One Monte Carlo in Monaco. Located at the intersection of Tribeca, The SouthStreet Seaport and The Financial District at City Hall Park.



500 West 22nd Street

PARK HOUSE CHELSEA

Pricing starts at \$2,725,000

Park front homes designed by Annabelle Selldorf

Perched on West Chelsea's prized Contemporary Art Gallery Block at the corner of Tenth Avenue and 22nd Street, across from Clement Clarke Moore Park and hovering above - yet removed from - the Highline Park, Park House Chelsea is a collection of ten meticulously designed park front residences by Annabelle Selldorf,





Pre-War Condo In Prime Village

Endless possibilities and extraordinary living await you at this coveted prewar Gold Coast Greenwich Village Condominium, in a premier location between Fifth Avenue and University Place.

\$10,995,000

12 East 12th Street, Greenwich Village

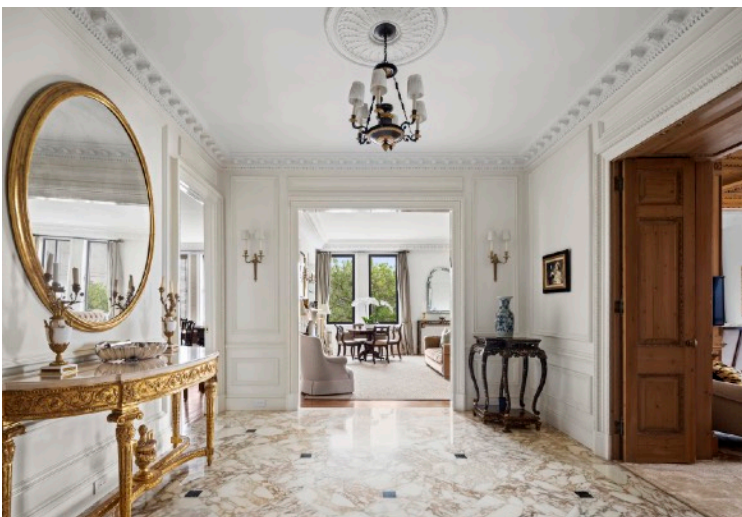


The Epitome of chic Modernist Design

Unique in every sense, Penthouse 2 at ABI Chelsea pairs thoughtful architecture with the finest craftsmanship to create a true urban oasis. Brand new, 24-hr doorman.

\$18,300,000

455 West 19th Street, West Chelsea



Full Floor Pre-War CONDO on 5th Avenue

Full-floor home fronting Fifth Avenue across from Central Park and the Metropolitan Museum of Art Superb proportions, scale, volume and light feature throughout this immaculately renovated and maintained stylish, elegant home built by J.E.R Carpenter in 1925.

\$22,000,000

988 Fifth Avenue, Upper East Side



**Union Square Classic 4,100sf Loft
Bring Your Architect!**

832 Broadway
Greenwich Village
3-4 Bedrooms
\$4,500,000



**Classically Modern and
Clean Proportions
West Chelsea Gallery**

520 West 19th St
2-bedroom
Chelsea
\$3,000,000



**Renovated
Billionaire's Row
Beauty**

303 East 57th Street
3-4 Bedrooms, MINT
Midtown East
\$1,995,000



**Oversized Park Avenue One
Bedroom Awaiting Your
Touch**

650 Park Avenue
Upper East Side
\$1,375,000



**Approx. 1,100sf Union Square
Condo Loft with 2
Bathrooms and Doorman**

115 4th Avenue
Greenwich Village
\$1,850,000



**Expansive South Facing
One Bedroom
WEST CHELSEA**

551 West 21st Street
Chelsea
\$2,750,000



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We deliver exceptional real estate advisory and brokerage services in the New York, Brooklyn, Westchester and Connecticut luxury real estate markets. With sales in excess of several billion - and consistently amongst the USA's most respected Teams - we represent developers, buyers, tenants and sellers in transactions ranging from \$400,000 to well over \$20 million. We also connect you to the best pre-screened agents around the USA and the globe. Please let us know how we may be of assistance to you.

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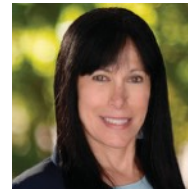
Herve



Amy



Callie



Lois



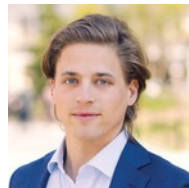
Aimee



Manny



Brett



Robert



Neil



Hannah



Ali



Niklas



Leila

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